



This Issue of the *OESP News* is sponsored by:

July 2018



Registration is open for the Oilheat Retreat this September

Mark your calendars and join OESP at the fall Oilheat Retreat, taking place September 14-16, 2018 at Harrah's Resort in Atlantic City, NJ.



Join us in Atlantic City for an exciting weekend of fine dining and world-class recreational activities as we celebrate friendship and the start of a new heating season!

Here are some activities that you can take advantage of during your visit:

- Visit the Absecon Lighthouse, the tallest lighthouse in New Jersey. Climb 228 steps to witness an incredible city and ocean view, or you can admire the structure with your feet firmly planted on the ground.
- Treat yourself to spa treatments and enjoy the saunas, steam rooms, Jacuzzis, and all-day access to fitness facilities and private pools.
- Relax or party poolside. At Harrah's, the glass-domed, pool oasis becomes an impromptu nightclub on [The Pool After Dark](#) nights.
- Shop til you drop. You'll find everything from Tiffany's to Brooks Brother's Outlet near the resorts, or venture off to Mays Landing for mall shopping.
- Visit one of more than 25 golf courses surrounding the Atlantic City area, providing a challenge to novice and advanced golfers alike.
- Explore history by visiting the Noyes Arts Garage of Stockton College, the Atlantic City Historical Museum, the Atlantic City Ballet, the Civil Rights Garden, the New Jersey Korean War Memorial and the Atlantic City Art Center.
- Venture off the boardwalk to enjoy the Atlantic City Aquarium, abundant antiques, nearby historic villages, lush gardens, wineries, zoos and more.

The general board meeting will take place on Saturday, September 15 at 10 am.

A tentative agenda is available [HERE](#).

Hotel reservations can now be booked:

Thursday, September 13: \$89

Friday and Saturday, September 14-15: \$129

Your logo could be here!

OESP has all new opportunities for your company to get in front of the best and brightest in the industry.

Email lstrug@thinkoesp.org for more information or call 888-552-0900.

Last call for annual dues payments

This is the last call for 2018 annual dues payments. If you have not paid your dues, your membership will be dropped and you will stop receiving this OESP News and other important information from the association.

If you are unsure if your dues have been paid, please contact **Lisa Strug** at lstrug@thinkoesp.org or call the association office at 888-552-0900.

OESP Executive Board

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Thank you Corporate Members

OESP would like to welcome companies as new Corporate Members:



Products you need

Hotel reservation deadline: Thursday, August 16, 2018

Includes:

Complimentary Self Parking

2 Breakfast coupons per day

Diamond Line Check-In

Free in-room Wifi

Free entry to the Harrah's Pool including night swim (guests 21+)

Call: 1-888-516-2215, use code SH09SP8

Online: Click [HERE](#)

Let us know you're coming!

Click this button to register for the Board meeting and Saturday night dinner.

Please let us know if your spouse is joining you for dinner.

REGISTER

The Fuel Oil Pump - What You Need to Know

by Charlie Burseley



Over the years, there have been several companies that have tried to market the standard Fuel Oil Pump. The most common residential pumps used here in the USA are the Beckett, Suntec, Danfoss and Webster. Although there have been some changes in the pumps, the manufacturers have one goal in mind, which is to provide a pump that will meet the service demands of the trade and the equipment manufacturers.

I'm sure most of you know that pressure and vacuum capabilities are two of the most important functions of the oil pump. When it comes to pressure, I would hope that everyone working in the trade realizes that pressure settings depends on the manufacturer. Back in the early stages of the industry, the common out of the box or the OEM was always 100 PSI, which is of course unless someone decided to become an overnight engineer. I will agree, that in the past when there was a combustion issue, it was not unusual for a burner Manufacturer's Tech Service to suggest raising the pumps pressure and reducing the nozzle size, or perhaps using a secondary nozzle.

There may be a few new burner technicians, who are still curious as to the difference between a single and two stage pump. The answer is, the (most popular) single stage has one set of gears to provide both suction and pressure, while the two stage has two sets of gears, one for pressure and the other for suction. The single stage is generally used when the oil supply is below the burner and a vacuum of 10" or less. The two-stage suction gear set create a vacuum in order to lift the oil from a tank that is below the appliance. That same gear moves the oil into the pumps chamber so that the pressure gear can take over and supply the necessary pressure that will allow the burner nozzle to atomize at the burner manufacturers specified pressure and pattern. (Check the current OEM guides).

Another important function other than building pressure, is the pumps cut-off ability, this is also controlled by a pressure regulating spring within the pump that will open when the preset pressure is achieved. This prevents the fuel from entering the nozzle at an improper pressure, which in turn effects the burners' overall performance.

The pump manufactures are now producing pumps that have a solenoid valve that will also support a clean cut-off. Since Bio Fuel became a reality, tradesmen complained of seal leaks. Although true in the beginning, the composition of the pump seals were updated and for the most part I have not heard any more issues. Some manufacturers have labeled their pumps packaging as Bio Fuel approved.

I hope that every technician has purchased a fuel pump test kit that includes the gauges required to evaluate the performance of the pump. In case you're not aware, several of the pumps are now produced in Europe. (Check type of



WYMBS INC

Thank you to all our Corporate Members for your continued support. If you are interested in learning more about a corporate membership, please call the office at 888-552-0900 or email Lisa Strug at lstrug@thinkoesp.org.

Advanced Fuel Solutions	PB Heat, LLC
AquaMotion	Plimpton & Hills
B.J. Terroni Co.	Powderhorn Agency
Bell & Gossett (A Xylem brand)	QHT, Inc.
Bradford White Corp.	R.W. Beckett Corp.
Carlin/Hydrolevel	Rathe Associates
CC Controlled Combustion Inc	Riello Burners of NA
Consumer Focus / ServicEdge	Rinnai
Digital Dispatcher, LLC	Roth, USA
ECR International	Shipleigh Energy
EDOS, INC.	Sid Harvey
Emerson Swan	Slant/Fin
Energy Kinetics	Spilltech
Field Controls Co.	Suntec Industries
Fluid Industrial Associates	TACO, Inc.
Fuel Ox	Testo Inc.
F.W. Webb	Thermo Pride
General Filters	Torrington Supply
Grundfos	Toyotomi USA, Inc.
Honeywell Inc.	Universal Supply Group
Laars Heating Systems	Venco Sales
Mitsubishi Electric	Weil-McLain
New Yorker Boiler	Wohler USA, Inc.
NTI - USA	Wymbs, Inc.
PA Petroleum Assoc	Z-Flex US, Inc

Welcome New OESP Members!

OESP is pleased to welcome the following new members who joined in May and June. We look forward to seeing you at our future meetings!

Gabe Agnello	Servco Oil & Propane
Eric Bendjouya	CC Controlled Combustion Inc.
Richard Chiles	Thermo Pride
Raffaele Contino	NTI - USA
Karl Galusha	Galusha General Contracting
Dave Goldberg	SpillTech
Daniel Goldberg	Thermo Pride

screws used to hold the pumps cover in place) By now I'm sure you have learned that the standard wrench of the past will not work in changing the pumps strainer. Alan screws are now used, which is a European tradition.

In closing, let me suggest that every tech have one of the Oil Pump Manufacturers handbooks. In these books, more information pertaining to line sizing, lift, Bio Fuel, lift pumps, servicing and OSV valves is available.

Save the date for the 2019 Eastern Energy Expo in Hershey, PA from May 19-23, 2019. There you will be able to chat with the pump manufactures and get the books I mentioned.

Chapter News

Westchester Chapter



Last month, the Westchester Chapter warmly welcomed **Kevin Overhuls** of Oil Solutions International for a demonstration of his oil absorbing products. These products completely eliminate smells, residue and any mess associated with spills. Our membership was fascinated by his presentation.

Charlie Massone presented the chapter's "tech talk," which included an interesting update on all the new items Beckett has included in their latest product offerings.



For more information on the Westchester Chapter, please visit www.heatcoolpros.com.

NH/VT Chapter

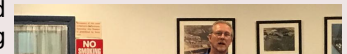
The New Hampshire/Vermont Chapter had a great training session in May, enjoying a smart presentation by **Al Little** on wiring three types of zone valves. The chapter welcomed two visitors from the old Seacoast Chapter; all had a great time networking.



For more information about the NH/VT chapter, please visit nh-vt.thinkoesp.org.

Fairfield County Chapter

More than 40 members and guests attended the Fairfield Chapter's end-of-season meeting



Peter Lambert	Thermo Pride
Ted Lowe	NTI - USA
Susan Naser	SpillTech
Tory Prizio	Servco Oil & Propane
Tim Raferty	Servco Oil & Propane
BJ Reitter	SpillTech
Joseph Rizkallah	Wymbs INC
Jeff Rozga	R.W. Beckett Corp.
Mike Sak	Servco Oil & Propane
Larry Shoemaker	Deluxe Plumbing & Heating LLC
Mike Soltis	SpillTech
Jared Thompson	Servco Oil & Propane
Jeffrey Tonner	nrgMax
Bill Vasale	Servco Oil & Propane

Message from the Executive Director

by [Lisa Strug](#)



With summer here, we hope you are enjoying some well-deserved vacation time.

The Oil heating season may be a few months away and many of the local OESP chapters are taking a break for the summer months, but things are humming at OESP headquarters.

This summer, planning is in full swing for the fall Oil Heat Retreat. It will be held at Harrah's Resort in Atlantic City, New Jersey from September 14-16. We expect a record turnout as we get ready for one of the best events of the year. Atlantic City is the destination for the 2021 Eastern Energy Expo, so we hope you will get a chance to check out the new casinos and updated amenities city-wide.

Whether you choose a visit to a lighthouse, a swim in the world-famous Harrah's pool, a visit to the spa, a round or two of golf or endless outlet shopping, Atlantic City offers something for everyone. We can't wait to see you there!

Summertime is also the perfect time for membership recruitment. Do you have a friend or colleague that would benefit from membership in OESP? Bring them along to a fall meeting. It is more important than ever to continue to grow our great association and continue to educate the next generation of professionals. Now, new members can join and get the remainder of 2018 and all of 2019 included in one price!

By now, you have seen plenty from our great and generous advertisers. Thank you to **Beckett, Taco, Honeywell, Suntec Industries, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel** and **ECR International**. Their logos are featured in this issue, as part of strategic annual marketing packages. Yours could be too - contact us to find out how.

We would like to extend a warm welcome to our newest corporate members who joined us in May: **Controlled Combustion Co., NTI-USA, Spilltech** and **Wymbs**. We look forward to sharing more about these new partners in the August print issue of the *OESP News*. If you know of a great company that would make a perfect corporate member for the upcoming year, please let us know.

Hopefully, you have paid your 2018 membership dues. If it slipped by and you haven't yet, please do so or this may be the last issue of the *OESP News* that you receive. (And we don't want that!) If you're unsure, please contact us at info@thinkoesp.org or call 888-552-0900.

On behalf of Jonathan Jaffe, Meredith Lewis and the

at the Miamogue Yacht Club in Bridgeport. Wow! What a great turnout!

The group shared laughs over dinner and **Mark Bruder** from EDOS gave an interesting presentation on Honeywell's new products and updates.



For more information on the Fairfield County Chapter, please visit fairfield-county.thinkoesp.org

Rhode Island Chapter Clam Bake



Last month, more than 100 members and guests met up for the Rhode Island Chapter's Annual Clam Bake. The event was filled with activities, laughter and no shortage of food.

Approximately 20 vendors joined in the fun, setting up booths and creating a mini trade show.



The crowd feasted on clam cakes and chowder - all part of a proper New England clam boil throughout the day. It was a fantastic event!



For more information on the Rhode Island Chapter, please visit rhode-island.thinkoesp.org.

On behalf of **Jonathan Jane**, **Meredith Levy** and the rest of your friendly OESP management team, it continues to be a pleasure to serve you. OESP is known for its mission of education and service. We look forward to seeing you in September in Atlantic City.

OESP Local Training

Looking for a local chapter meeting? So much is going on at OESP - don't miss out! View our [Calendar](#) now!

Click [HERE](#) to find a local chapter near you.

Events are happening in our industry all the time!

OESP has been invited to attend the **XBX Exploring Biodiesel Seminar on July 18** at the Sheraton Valley Forge located in King of Prussia, PA. Industry experts from the NBB will be speaking and sharing information and answering questions. Learn more on EPA engine fuel related and exhaust issues and what you can do protect your assets and fleet.

<http://biodieselmagazine.com/articles/2516373/biodiesel-summer-conference-series-kicks-off-june-12>

Details on this and other industry training events can be found on the OESP Industry Calendar [HERE](#).

Click [HERE](#) to view recent photos of chapter meetings on Facebook.

OESP Needs You!



Don't take a raincheck on this amazing deal!

MEMBERSHIP SALE

Join OESP now and get:

- 2018-19 heating season
- 2019 HVAC season
- the beginning of the 2019 heating season

That's nearly a two-for-one deal on the heating seasons!

Lock in 2018 membership pricing now!

Get the remainder of 2018 and all of 2019 for one low price!

Training sessions in the OESP local chapters are happening now!
You won't want to miss out!

Join today at [@thinkoesp.org](#)

We encourage you to invite a friend or colleague to come to a meeting! **New members who join now will get the remainder of 2018 and all of 2019 for one low price!**

Our goal is not only to increase our membership but to engage those members we have. We believe this goal is achievable; we just need your help to spread the word about the enormous value of membership.

If you're a member and it's been more than six months since you attended a chapter meeting, we invite you to attend your next one for FREE!

Just RSVP to the chapter so they know to count you in for dinner and have a great time ON US!

If you're a new member and have never been to a meeting, we invite you to attend your first meeting for FREE! Again, just RSVP to the chapter and enjoy! We feel very strongly that the chapters provide incredibly valuable meetings and we want you to experience that too!

The OESP membership committee is working hard under the strong leadership of **George Fantacone**. The committee met at the Board of Directors meeting at the EEE at Foxwoods and will meet again in the Fall in Atlantic City.

New Haven Chapter

The New Haven Chapter enjoyed a presentation by **Barry Stephens** of Ventacity. He gave us a presentation on a line of Commercial HRV / ERV units. Also presenting with him was **Lance Dyer** of SRGI rep agency. A great time was had by all.



For more information about the New Haven Chapter, please visit newhaven.thinkoesp.org.

Garden State Golf Outing



Last month 40 golfers joined the Garden State Chapter for its Annual Golf Outing at the Farmstead Golf & Country Club in Lafayette, NJ.

Golfers enjoyed a beautiful day that included lunch, a delicious london broil buffet dinner and some great golf!

The money raised from the outing will support the chapter's Education

Committee and allow us to expand our Education and Service Professionals Program.

Congratulations to our winners:

LOW NET SCORE FOURSOME:
Tom & Matt Dwyer of Venco Sales and **Will & Doug Fredericks** of Fredericks Fuel

CLOSEST TO PIN: John Davis; LONGEST DRIVE: Richie Miller


For more information about the Garden State Chapter, please visit: gardenstate.thinkoesp.org.



Contact the OESP management office at 888-552-0900 or email us at lstrug@thinkoesp.org and let us know that you're interested in helping out.



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Is your business *getting the message out?*

Take advantage of new opportunities to get more deeply involved with OESP. **New Corporate Packages include:**



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- Media coverage of your sponsorship
- Recognition at the EEE Awards banquet
- And **much more!**

Please contact **Lisa Strug** in the association office to ensure that you are getting the best possible exposure for your company. Call us at **888-552-0900** or email at lstrug@thinkoesp.org.

OESP | (888) 552-0900 | lstrug@thinkoesp.org | <http://www.thinkoesp.org>
312 North Avenue East
Suite 5
Cranford, NJ 07016